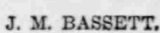


If you will only follow our directions to the letter. Possibly they seem hard to follow, but if you will only try it for a week and note the profits you realize. Summer is now upon us, and every one should take some good blood purifier, kidney and liver regulator to prepare the system for the severe strains of the approaching warm weather. If this is not done, you are liable to attacks of the various diseases that are prevalent throughout the summer months. We would advise our agents to start out NOW and give every house in their section a visit, and use every effort possible to make a sale there. This will be easy enough if you have read the different suggestions we have been making in this department for the last few months. They are all good, and have been the foundation of some agent's success, and will be of value to you if you will only put them into practice. Business so far this year has been very gratifying, and shows conclusively that the people are using a remedy they know is good and will do all we claim for it, as well as that thousands of honest men and women are making a good living selling it. We are sorry to say that a few of our representatives are not selling as much medicine as they should. Possibly they may need a few words of encouragement. In our opinion the very best encouragement is to know that other people are getting on nicely at this business, and of course there is no reason why you

Gentlemen—It gives me pleasure to say that the popularity of "Our Native Herbs" is increasing daily, and I attribute this, in a great measure, to my following your advice and suggestions so carefully. My last six dozen order is nearly sold, so please ship another supply as soon as you receive this. I must have it here by Wednesday, as I have several orders to deliver on that day. I am giving Butler County a thorough canvassing, and am selling medicine at 90 per cent. of the places I visit. I always make it a point to be polite and gentlemanly. Whenever possible I see the lady of the house, tell her about "Our Native Herbs," and call her attention to some of the prominent people of her neighborhood who have been benefited by its use; show the guarantee, and explain the merits of the medicine in as few words as possible. In those cases where I do not effect a sale I am careful to ask the permission to call again, and when I make my second visit I am sure of success. My friends say I have the nicest rig in the county, and every one of them thinks "Our Native Herbs" the best medicine in the world. I want to give a short history of my career as agent for "Our Native Herbs." Three years ago I was confined to my bed with a severe case of rheumatism, and I was also a great sufferer from catarrh and dyspepsia. I tried several of our local doctors with no permanent benefits. Finally I turned my attention to proprietary medicines, trying several widely-advertised remedies for my ailments, but still no cure. In the meantime my spirits were low and I had about given up all hope of a cure. My money was about all gone, and I was in a pitiable condition. Finally a friend sent me a box of "Our Native Herbs," with the request that I try it. I could feel an improvement in my condition after the first three days, and before the week was out I was much better. In two months from the time I first commenced to use "Our Na-



J. M. BASSETT.

We give herewith the statement of one of our representative agents, a man who thoroughly understands his work and takes pleasure in it. He has been engaged with us for years, and judging from present indications, he will figure largely in the contest for the County Prize. This gentleman held his agency for quite a while without making any special effort for new business, merely letting the agency take care of itself. Finally we wrote him about the size of the territory and the possibilities of his agency, calling his attention to the statements of our agents we were publishing in this department weekly. He grasped the situation at once, and ever since has been an energetic worker.

His example is worthy of imitation. Your territory can be made just as valuable as Mr. Bassett's if you will work it properly. You should not canvass a few hours and then expect to have everybody rush to you for medicine. An agency requires steady, conscientious work, and will yield handsomely for every hour of this character of work that is put upon it. One great trouble with the agent is, he thinks he can loaf a few hours each day and have no exacting employer after him about it, but when he comes to foot up his earnings at the end of the day's work, he will find they are far from what they should be. The agent should be careful to put in just as many hours when he is

working for himself as if he was engaged by the most exacting employer. Our successful agents are careful to see that one of our "Almanacs" is placed in every house in their territory, and if they are not able to make a sale there at the first visit, they continue to call until they have done so. Our Iowa agents report a great boom in that State. We understand they are making some good records. We hope to have the pleasure of publishing some of them in the near future. It has been the experience of all of our agents that a small territory closely and energetically worked pays much better than a larger one skimmed over. i

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